

**EXPORT-IMPORT BANK OF THE UNITED STATES
2000 SEMINAR SCHEDULE**

1-Day General Small Business Briefing Program: \$200

Ex-Im Bank's 1-day briefing program, while focusing on programs used by small businesses, gives exporters of all sizes and others an introduction to the Export-Import Bank and explains how its programs may be used to enhance export sales efforts. Program topics include working capital guarantees, export credit insurance, and medium-term/long-term loans & guarantees. Case studies are used to reinforce understanding. The program begins at 8:30 a.m. and adjourns at 4:45 p.m.

1-Day Briefing for Attorneys: \$450

This program is designed for attorneys who represent exporters, financial institutions and other participants in the documentation of transactions under Ex-Im Bank's working capital guarantee, insurance and medium- and long-term loan and guarantee programs. The seminar pays particular attention to fundamental Ex-Im Bank policies and documentation, using case studies to highlight key points. The program begins at 8:30 a.m. and adjourns at 5:00 p.m.

1-Day Briefing about Disbursement Procedures for the Loan and Guarantee Programs: \$250

This program is aimed at helping credit administrators in banks and exporting companies better understand Ex-Im Bank's documentation requirements for loans and guarantees. Project finance and claims will also be reviewed. The program begins at 8:30 a.m. and adjourns at 5:00 p.m.

3-Day Training Seminar: \$550; \$500 for Small Business Exporters

Ex-Im Bank offers a 3-day training seminar designed to give bankers, exporters, federal, state, city officials and others an in-depth knowledge of the programs of Ex-Im Bank. Program topics include those covered in the 1-day briefing as well as a session by the Private Export Funding Corporation. Additionally, there is a panel comprising representatives from various governmental agencies involved in export finance. The program also covers project finance, country risk analysis, legal issues, and administration and disbursement procedures of loans and guarantees. Case studies are used to reinforce understanding. The program begins at 8:30 a.m. and adjourns at 5:00 p.m. Opportunities are given to meet with members of Ex-Im Bank's staff. Representatives of lenders attending this training will be added to the Ex-Im Bank "Lender Referral List" made available to exporters seeking financing.

4th Day Working Capital Priority Lender Program/Delegated Authority Training: \$125

All 3-day training seminars are followed by a 4th day of instruction for lenders who wish to qualify their institutions as Ex-Im Bank Priority Lenders or Delegated Authority Lenders for the Working Capital Guarantee Program. The program begins at 8:30 a.m. and adjourns at 12:00 noon.

**EXPORT-IMPORT BANK OF THE UNITED STATES
2000 SEMINAR SCHEDULE & REGISTRATION FORM**

1-DAY PROGRAMS:

(G)= GENERAL BRIEFING: \$200 (A)= Attorneys: \$450 (CA)= Credit Administrators: \$250

☐ Feb 22 (A) ☐ Mar 1 (G) ☐ Apr 5 (CA)
☐ June 7 (G) ☐ Oct 12 (A) ☐ Nov 8 (G) ☐ Dec 6 (CA)

3-DAY TRAINING: \$550; \$500 for small business exporters (Cost includes Ex-Im Bank's User's Guide)

☐ Jan 10-12 ☐ Feb 7-9 ☐ Mar 6-8 ☐ May 8-10
☐ June 12-14 ☐ July 10-12 ☐ Sept 11-13 ☐ Oct 23-25 ☐ Dec 11-13

**4TH DAY PRIORITY LENDER/DELEGATED AUTHORITY TRAINING: \$125 (For Commercial Lender Personnel)
8:30 a.m. - 12:00 noon following the 3-Day Training Seminars**

☐ Jan 13 ☐ Feb 10 ☐ Mar 9 ☐ May 11
☐ June 15 ☐ July 13 ☐ Sept 14 ☐ Oct 26 ☐ Dec 14

Please register the following person for the seminar(s):

☐ Mr. ☐ Ms. _____
Name Tag _____
Title _____
Organization _____ ☐ Check if bank
Address _____
City _____ State _____ Zip _____ Country _____
Phone () _____ Fax () _____ E-mail _____

Payment must accompany registration; please indicate: ☐ Visa ☐ MasterCard ☐ Check

Via credit card, Telephone: (202) 565-3912; Fax: (202) 565-3723; or Mail.

Account # _____ Expiration Date _____

**Signature _____ Please include name of participant and date of seminar on
check, make payable to Export-Import Bank of the U.S., and mail to:**

**Export-Import Bank of the United States
Training Seminars, Room 978
Post Office Box 27760
Washington, D.C. 20038-7760 USA**

Payment must be received to confirm a reservation. We will confirm by letter, fax, or phone upon receipt of payment. To receive a full refund, you must cancel at least three working days prior to the program date. Later cancellations will receive credit toward another Ex-Im Bank program. Substitutions are permitted. The fee is waived for employees of U.S. federal, state, and city government agencies. Please register early as class capacity is limited and fills up quickly.

NOTE: The seminars listed on this sheet are held at:

**The Export-Import Bank of the United States
811 Vermont Avenue, N.W.
Washington, D.C. 20038**

More information about Ex-Im Bank can be found on the **Internet at <http://www.exim.gov>.**